

## Message Text

LIMITED OFFICIAL USE

PAGE 01 VIENNA 04089 131345Z

73

ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

      DOTE-00 INR-07 NSAE-00 FAA-00 L-02 /031 W

----- 119297

R 121132Z MAY 75

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 5627

LIMITED OFFICIAL USE VIENNA 4089

E.O. 11652: N/A

TAGS: ETRN, AU

SUBJECT: CIVAIR: PAN AM PLAN CONCERNING PAYMENT OF COMMISSIONS  
TO TRAVEL AGENTS

REF: (A) VIENNA 3909; (B) STATE 109664

1. PAN AM DIRECTOR LOY INFORMED EMBASSY MAY 9 IATA MEETING IN NICE HAS AGREED TO RAISE COMMISSIONS FOR TRAVEL AGENTS ON INTERNATIONAL TRAVEL FROM 7 TO 7.5 PERCENT. LOY HAS RECEIVED CIRCULAR NOTICE FROM PAN AM HEADQUARTERS THAT PAN AM REPS SHOULD STRONGLY RESIST ANY ATTEMPT BY GOVERNMENTS TO COMPEL PAN AM TO ADOPT 7.5 PERCENT RULE. LOY INSTRUCTED BY PAN AM HEADQUARTERS TO AGAIN RAISE ISSUE WITH EMBASSY AND UNDERSTANDS DEPARTMENT WILL BE INSTRUCTING EMBASSIES TO EFFECT THAT ANY ATTEMPT TO FORCE PAN AM TO ADOPT 7.5 PERCENT COMMISSION RATHER THAN COMMISSION PLAN CITED REFTEL WOULD NOT BE IN ACCORDANCE WITH U.S. BILATERALS. HE ALSO INSTRUCTED TO SEEK ADVICE OF LOCAL COUNSEL. LOY UNDER PRESSURE TO PROCEED QUICKLY IN IMPLEMENTING PAN AM'S PLAN AS OUTLINED REFTEL.

2. REF B JUST RECEIVED. EMBASSY HAS NOT HAD CONTACT WITH GOA ON THIS MATTER. WE WILL DRAW ON REF B WHEN AGAIN CONTACTED BY LOY LATER THIS WEEK. BUCHANAN

LIMITED OFFICIAL USE

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** WAGES, PERSONNEL, CIVIL AVIATION, AIRLINES, AVIATION AGREEMENTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 12 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975VIENNA04089  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750168-0403  
**From:** VIENNA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750559/aaaacbtb.tel  
**Line Count:** 51  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 1  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 VIENNA 3909, 75 STATE 109664  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GolinoFR  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 01 APR 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <01 APR 2003 by ElyME>; APPROVED <02 APR 2003 by GolinoFR>  
**Review Markings:**

Margaret P. Grafeld  
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EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CIVAIR: PAN AM PLAN CONCERNING PAYMENT OF COMMISSIONS TO TRAVEL AGENTS  
**TAGS:** ETRN, AU, PANAM  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006